



# FREDERICK COUNTY GOVERNMENT

Jan H. Gardner  
County Executive

## DIVISION OF FINANCE

Department of Procurement & Contracting

Lori L. Depies, CPA, Division Director

Diane Fouche, CPPB, Director

May 7, 2015

**Request for Proposal No. 15-217  
Medical Laboratory Services for  
Frederick County Health Department/Behavioral Health  
Addendum No. 1**

This addendum contains revisions, clarifications, and information pertinent to the Request for Proposal (RFP) for the referenced project and shall supplement, amend, and become part of the RFP for the title project and contract. All responses shall be based on this Addendum, in accordance with the RFP documents.

Acknowledgment of this addendum shall be submitted with the response, including addendum number and date. Failure to acknowledge addenda may subject the Contractor to disqualification.

*Proposals shall be received until 3:00 p.m. local time, May 14, 2015.*

### Questions:

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Q1. What is the timeframe for specimen pick up?

A1. *Pickups may be between the hours of 6:00 a.m. and 7:00 p.m.*

Q2. How long will you require samples to be kept after testing is complete?

A2. *Samples shall be kept for 30 days.*

Q3. The RFP states that rapid testing will be phased out yet the price sheet reflects Rapid Tests as a quotable item. Please clarify.

A3. *We must transition to primarily lab testing, in which the lab directly bills Value Options. Therefore, rapid testing supplies will not be used to the extent that they are currently used. However, we plan to keep a smaller supply on-hand should situations arise in which we need immediate information about a client's substance use. We are adjusting the quantities in Attachment 8 to reflect the small stock we anticipate using.*

Q4. What is the detection limit for cannabinoids?

A4. *20 ng/mL*

Q5. In Section 2.6, the RFP states a 24-hour response time. The industry standard is to report negative results (and presumptive positive screen) within 24 hours from receipt of specimen at the laboratory. Confirmed specimens are processed and reported within an additional 24 to 48 hours after the initial screen, or within 72 hours after receipt of specimen at laboratory. Are these acceptable turnaround times?

A5. *Yes, this is acceptable.*

Q6. If the adulteration test indicates possible adulteration, do you want to continue with the screen or call the test invalid due to adulteration?

A6. *There is no need to continue the test if adulteration is indicated.*

Q7. Are samples required to follow a chain of custody?

A7. *That is preferable.*

Q8. Will Medical Review Officer (MRO) services be required?

A8. *We do not anticipate that this will be required.*

Q9. What is the current positive rate for the testing pool?

A9. *From the laboratory tests that we have performed in the last six months we have had 4% Amphetamine positive, 4% Benzodiazapine positive, 7% cocaine positive, 2% Alcohol Positive, 25% Opiates Positive, 17% THC. These were all considered inappropriate positives.*

Q10. Are there any situations where a donor will be requested to visit one of our collection sites for sample collection rather than in-house collection?

A10. *We do not anticipate this situation.*

Q11. How much was spent on this contract in the 2014 or the last fiscal year?

A11. *FY 2014 \$27,420.87*

Q12. Can more information on the FCHD's anticipated move to 100% laboratory analysis of samples? Approximately when will this take place?

A12. *We cannot use our state grant dollars to pay for drug screening. For those with Medical Assistance, Value Options can be billed directly, as previously addressed. Our Opioid Maintenance Therapy (Methodone) program already does all laboratory analysis (approximately 120 patients with monthly drug testing), which to our understanding is to be included in their weekly bundled rate. The transition to 100% laboratory testing will primarily affect our outpatient population; these clients are tested at assessment and randomly throughout their time in treatment. A majority of our clients have Medical Assistance; those who do not would be billed for the drug screen.*

Q13. What is the brand and model of current CLIA-waived screening cups?

A13. *Insta Screen CLIA Waived Multi Drug Urine Test Cup*

Q14. What is the brand and mode of current saliva screening devices?

A14. *Intercept, Oral Fluid Collection Device*

Q15. Is the Point-of-Care (POC) screening currently done by cups with manufactured drug screen strips? Are strips, dips, and cassettes used?

A15. *For any instant testing we use rapid 10 panel cups or instant dip tests for a specific drug. Rapid cups currently test for Oxycodone, Methadone, Barbiturates, Benzodiazapines, PCP, Methamphetamine, Amphetamine, Opiates, THC, Cocaine.*

*Single Dip Tests are: THC, Benzodiazapines, Cocaine, Opiates, Oxycodone, Buprenorphine and PCP.*

Q16. How is it determined which samples are sent to the lab? Positives only? Or are other criteria used?

A16. *Currently, when a rapid drug screen is positive, it is sent to the lab for confirmation per the test manufacturer instructions. Other criteria would include suspicion of adulteration.*

Q17. Does the FCHD currently test for alcohol using the more recent ETG/ETS test?

A17. *Yes, only approximately 1-2 in the last year*

Q18. What does the FCHD currently pay for the products and services described in this solicitation?

A18. *All collection supplies (cups, individual bags, larger bags, oral testing supplies) are currently no-charge. 10-panel rapid tests = \$5.60 ; single rapid tests = varies; single laboratory tests= varies (THC \$4.00); adulterant strips = do not currently have; complete laboratory panel = \$9.25; oral test panel = \$8.47*

Q19. Line item #4 of Attachment 8 is "single test". Please clarify if this refers to lab or device testing.

A19. *Rapid device. See A19 for the current single-panel tests we use when indicated.*

Q20. The FCHD does not specify what drugs they are looking for in device for. Does the FCHD have specific drugs they request to be tested via device?

A20. *Rapid screens currently test for Oxycodone, Methadone, Barbiturates, Benzodiazapines, PCP, Methamphetamine, Amphetamine, Opiates, THC, Cocaine.*

*Single Dip Tests are: THC, Benzodiazapines, Cocaine, Opiates, Oxycodone, Buprenorphine and PCP.*

Q21. Will the FCHD clarify the vendor's ability to bill 3<sup>rd</sup> party payer ValueOptions is mandatory of if it is just preferred?

A21. *This is mandatory.*

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## **Revisions:**

Add:

Document C, Section 2.15 The FCHD would like information for hair sample testing. Please explain the testing requirements, testing process and testing capabilities.

Replace Document C, Section 2.1.6 in its entirety with the following:

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2.1.6 Marijuana, 20 ng/mL cut off

Replace Attachment 8 in its entirety with Attachment 8 - *Revised*

**Clarifications:**

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Document C, Section 1, last sentence in paragraph two – The 24 hour results requirement is for initial screening only.

**Attachments:**

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Pre-Proposal Sign-In Sheet

Except as noted herein, all terms and conditions of the document referenced, as heretofore changed, remain unchanged and in full force and effect.



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Tammy Conrad, CPPB

**ATTACHMENT 8 - REVISED**

**PRICE PROPOSAL COVER PAGE**

(Must be submitted separately from the Technical portion of the proposal)

TITLE: **Medical Laboratory Services for Frederick County Health Department/Behavioral Health**

A	B	C	D	E
ITEM NO.	DESCRIPTION	ESTIMATED ANNUAL QUANTITY	UNIT PRICE	EXTENDED PRICE (Column C x D)
1	Complete Panel – to include all listed in scope	1400		
2	Oral testing supplies	500		
3	Oral test panel	500		
4	Single Test – Rapid test for a single substance	100		
5	CLIA Waived Rapid sample collection cups ((five (5), six (6) and ten (10) panel) with temperature and adulterant strip	100		
6	Collection cups	1400		
7	Collection bags for samples	1400		
8	Collection bags for all samples	1400		
9	Adulterant strips for single test	100		
10	Other Supplies (please specify):			
TOTAL (Column E)				
Informational Pricing:				
11	Hair Sample Testing (cost range)			

**THE PERSON COMPLETING THE PRICE PROPOSAL COVER PAGE**  
**MUST INITIAL ANY ALTERATIONS IN FIGURES IN INK**

COMPANY NAME: \_\_\_\_\_  
PRINT COMPANY NAME

REPRESENTATIVE'S NAME: \_\_\_\_\_  
PRINT REPRESENTATIVE'S NAME

REPRESENTATIVE'S TITLE: \_\_\_\_\_  
PRINT REPRESENTATIVE'S TITLE

TELEPHONE NUMBER: \_\_\_\_\_  
PRINT REPRESENTATIVE'S TELEPHONE NUMBER

EMAIL ADDRESS: \_\_\_\_\_

April 30, 2015

RFP #15-217

Medical Laboratory Services for FCHD / Behavioral Health

Pre-Proposal Conference

9:00 a.m., Local Time

Frederick County Health Department

350 Montevue Lane, Frederick, MD 21702

FIRM NAME: FMH LAB / TriVergent Health Care

Representative: Dean Pettit

Address: 400 W 7th St

Email Address: fpettit@fmh.org

Phone No.: 240-566-4912

FAX No.: 240-566-3025

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